



CALIFORNIA'S
STEM CELL
AGENCY

Director, Infrastructure and Business Development

Who We Are

The California Institute for Regenerative Medicine (CIRM) is looking for highly talented individuals who are driven to deliver outstanding results and committed to radically improving medicine with stem cells to join our team.

At CIRM, we never forget that we were created by the people of California to accelerate stem cell treatments to patients with unmet medical needs and act with a sense of urgency commensurate with that mission.

To meet this challenge, our team of highly trained and experienced professionals actively partners with both academia and industry in a hands-on, entrepreneurial environment to fast-track the development of today's most promising stem cell technologies.

With \$3 billion in funding and approximately 300 active stem cell programs in our portfolio, CIRM is the world's largest institution dedicated to helping people by bringing the future of cellular medicine closer to reality.

Position Description

The mission of the Medical Affairs and Stem Cell Centers Team is to advance and accelerate promising stem cell-based technologies by making available high quality resources and infrastructure. The Medical Affairs and Stem Cell Centers Team currently oversees the CIRM Alpha Stem Cell Clinics, the CIRM Stem Cell Genomics Centers of Excellence, and the CIRM hiPSC Initiative with a total budget of over \$90 million. Projects supported by these centers range from basic stem cell biology research through human clinical trials.

The Director of the Medical Affairs and Stem Cell Centers, reporting directly to the President and CEO of CIRM, will have overall responsibility for leading a cross-functional team of scientists and project managers to develop and advance CIRM's portfolio of promising therapies.

The successful candidate will be a strong leader of people with an innate sense of urgency, who delivers outstanding results and inspires the team to find new and innovative ways of meaningfully advancing CIRM's mission.

Responsibilities

In this position you will be accountable for:

Building the Portfolio

- Being up-to-date on trends and developments and identifying new opportunities that will advance and accelerate stem cell-based therapies.
- Identifying challenges and bottlenecks that impinge on the successful development of stem cell therapies for unmet indications and propose innovative solutions to address them.
- Ensuring only the most promising and well-constructed projects are considered for inclusion into the Stem Cell Centers portfolio by supporting a highly competitive, fair, and rigorous peer review process.

Advancing the Portfolio

- Accelerating the development of promising projects across the portfolio by building and coaching teams that work in a collaborative and hands-on fashion with our partners.
- Proactively identifying risks or deficiencies with active projects and leveraging internal and external resources to find solutions that provide the project with the greatest opportunity for success.
- Creating a fast-paced, entrepreneurial team that is continuously seeking new and innovative ways to improve and accelerate the development process.

Managing the Portfolio

- Assessing the progress the Medical Affairs and Stem Cell Projects Team is making through objective metrics and ensuring the team has complete and up-to-date status reporting on all projects in the portfolio.
- Managing budgets of \$100+ million and confirming that funding and other resources are being used appropriately and efficiently.
- Monitoring compliance to medical and ethical standards and taking fair but decisive action to suspend or discontinue projects within the portfolio when objective events or information warrant.

Communicating the Portfolio

- Providing clear and timely updates to the CIRM's Governing Board and the citizens of California on the status of the portfolio.
- Engaging with patient advocacy groups to build support for and advance Stem Cell Center projects.
- Representing CIRM and the Medical Affairs and Stem Cell Centers Team at appropriate scientific, medical, governmental agency, and industry meetings and events.

Leading Authentically

- Demonstrating in your words and actions commitment to CIRM's mission.
- Serving as an engaged and productive member of the CIRM Leadership Team.



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- Working with the other members of the CIRM Leadership Team to coordinate workflow and share best practices to drive CIRM's mission.
- Recruiting, developing, and retaining a team of exceptionally talented professionals.
- Knowing what "great" looks like and using that vision to set clear direction that is fully understood by the Medical Affairs and Stem Cell Centers Team.
- Coaching and motivating the team to achieve extraordinary results.
- Focusing on results and holding team members accountable to their commitments.
- Recognizing, congratulating, and thanking team members for outstanding performance.

Requirements

- An "all in" commitment to accomplishing the mission of CIRM.
- Proven track record of building and leading effective multi-disciplinary teams.
- Strong knowledge of the overall drug development process from Pre-IND through Phase 3.
- Ability to provide clear direction and make sound scientific and business decisions despite having limited information.
- Outstanding communication skills.
- Ability to make clear, concise and impactful presentations.
- Five years of business development experience.
- Masters degree preferred.

Position Details

Location: San Francisco, CA

Schedule: Full-Time. Must be able to work outside of normal business hours.

Travel: Must be able to travel domestically and internationally as necessary.

Salary Range and Benefits

The salary range for the position is \$154,000 - \$232,000. CIRM offers a competitive compensation package. The position is open until a suitable candidate is found.